

**BSI PRODUCTS INC.  
8220 STAYTON DR.  
SUITE I  
JESSUP, MD 20794**

**NEW ACCOUNT SET UP & AGREEMENTS  
BUSINESS LICENSE OR RESALE CERTIFICATE MUST BE PROVIDED**

COMPANY BILLING NAME:

\_\_\_\_\_

DBA:

\_\_\_\_\_

BILLING ADDRESS:

\_\_\_\_\_

CITY, STATE, ZIP:

\_\_\_\_\_

SHIPPING ADDRESS: (if different than above)

\_\_\_\_\_

CITY, STATE, ZIP:

\_\_\_\_\_

IS THIS BUSINESS LOCATED IN A *RESIDENTIAL* OR *COMMERCIAL* AREA?  
(CIRCLE ONE)

PHONE: \_\_\_\_\_ MOBILE

PHONE: \_\_\_\_\_

FAX: \_\_\_\_\_

**WEBSITE URL:**

WE WILL PROVIDE ACCESS TO OUR WHOLESALE WEBSITE, PLEASE  
SUGGEST A USER ID FOR YOUR ACCOUNT:

\_\_\_\_\_

**PLEASE NOTE:**

**USERNAME MUST BE AT LEAST 6 CHARACTERS**

**NO MORE THAN 15 CHARACTERS**

**NO NUMBERS**

PLEASE PROVIDE AN E-MAIL ADDRESS FOR EACH: (IF APPLICABLE)

INVOICES:

\_\_\_\_\_

CUSTOMER SERVICE:

\_\_\_\_\_

PRODUCT UPDATES, SPECIALS:

\_\_\_\_\_

ORDER TRACKING:

\_\_\_\_\_

DAILY INVENTORY REPORT:

\_\_\_\_\_

IF YOU WOULD LIKE US TO USE YOUR SHIPPING ACCOUNT, PLEASE PROVIDE YOUR ACCOUNT NUMBER:

UPS: \_\_\_\_\_

FEDEX: \_\_\_\_\_

**IF YOU DO NOT HAVE A SHIPPING ACCOUNT, WHAT IS YOUR PREFERRED METHOD OF SHIPMENT? (CIRCLE ONE)**

UPS

FEDEX

USPS

HOW DID YOU LEARN ABOUT US?

\_\_\_\_\_

BUSINESS IS A CORPORATION, PARTNERSHIP OR SOLE PROPRIETOR? (CIRCLE ONE)

PREFERRED METHOD OF PAYMENT

CREDIT CARD \_\_\_\_\_ EXP: \_\_\_\_\_

CVV: \_\_\_\_\_

VISA

MASTERCARD

AMERICAN EXPRESS

DISCOVER (CIRCLE ONE)

NAME ON CARD: \_\_\_\_\_

I, \_\_\_\_\_ GIVE BSI PRODUCTS, INC.

AUTHORIZATION TO USE THIS CREDIT CARD FOR ORDERS SUBMITTED FOR THIS BUSINESS.

**SIGNATURE:** \_\_\_\_\_

**DATE:**

\_\_\_\_\_

OR

NET 30 TERMS \*IF NET 30 TERMS ARE REQUESTED, PLEASE PROVIDE A CREDIT SHEET WITH YOUR APPLICATION AND ATLEAST 3 REFERENCES WITH FAX NUMBERS. (Processing terms depend solely on the vendors you provide. Please allow up to two weeks for approval.)

I, \_\_\_\_\_, OWNER OF

\_\_\_\_\_ HEREBY AGREE TO THE TERMS AND CONDITIONS SET FORTH BY BSI PRODUCTS, INC. IF APPROVED FOR NET 30 TERMS.

**TERMS AND CONDITIONS:**

UPON APPROVAL FOR NET 30 TERMS, BUSINESS OWNER AGREES TO PAY ACCOUNT BALANCE WITHIN 30 DAYS. IF INVOICE EXCEEDS THE 30 DAYS, IT IS CONSIDERED PAST DUE. IF ACCOUNT IS PAST DUE MORE THAN 60 DAYS THE ACCOUNT MAY BE SENT TO A COLLECTION AGENCY FOR PAYMENT. IF THIS OCCURS, BUSINESS OWNER AGREES TO PAY ANY AND ALL ATTORNEY FEES AND COURT COST. IF A PERSONAL OR COMPANY CHECK IS SUBMITTED FOR PAYMENT OF INVOICE AND IS RETURNED, A \$75.00 RETURN CHECK FEE WILL BE ADDED TO INVOICE.

**SIGNATURE:** \_\_\_\_\_ **DATE:**

\_\_\_\_\_

IF YOU ARE INTERESTED IN DROPSHIPPING, PLEASE REVIEW AND SIGN THE FOLLOWING POLICY:

**DROP SHIP TERMS & AGREEMENT**

All Customer Service inquiries & orders:

Email: [sales@bsiproducts.com](mailto:sales@bsiproducts.com)

Phone: (888) 381-2596

Fax: (410) 995-6268

Accounting: Rosalee Reid – [rreid@bsiproducts.com](mailto:rreid@bsiproducts.com)

**PURCHASE ORDER NUMBERS:** PO numbers are mandatory for Dropship orders. This is the only way we are able to track your orders in our system for any order issues/questions.

HANDLING CHARGES: Depending on how you submit your orders to us determines the handling fee:

FAX/E-MAIL/PHONE.....\$4.00

WHOLESALE WEBSITE.....\$3.50

EXPEDITED SHIPPING.....\$5.00

\*Handling fee will be waived for Dropship orders over \$100

WHOLESALE WEBSITE ACCESS: We encourage our customers to utilize our wholesale website for order placement, product catalog & prices, order status and invoices.

PAYMENT: If you are a credit card customer for drop shipping, your credit card will be charged each Friday or the following Monday. During our holiday season they will be charged twice a week. It is mandatory to contact us directly regarding credit card changes as soon as you are aware of them to prevent delays in order processing. These changes should not be made via dealer access on our wholesale website.

INVOICES: Please obtain invoices via your internet access account. If you do not find them on our website then you can contact [sales@bsiproducts.com](mailto:sales@bsiproducts.com).

SHIP WINDOW: We ship Dropship orders in 3-5 business days, depending on the season. They generally ship faster than that but please allow at least 3 business days before contacting us for tracking information.

CONSUMERS: We do not work directly with consumers. If a consumer contacts us we will direct them to the customer service contact we have on your account.

RETURNS: We do not accept returns or exchanges. Damages or defects will be handled accordingly. You should notify [sales@bsiproducts.com](mailto:sales@bsiproducts.com) of any damages or defects but please include details of the issue and a picture if you are reporting damage.

**Shipping Methods:**

We ship via UPS Ground and USPS for billable freight charges. We will ship FedEx 3<sup>rd</sup> Party and UPS 3<sup>rd</sup> party if account numbers are provided. We have USPS Priority & USPS Flat Rate Available.

***Flat Rate Items Only:***

|                                       |  |  |   |
|---------------------------------------|--|--|---|
| ALL 3 X 5 FLAGS<br>(SINGLE)           | ALL BANNERS<br>(SINGLE)                | ALL CAR FLAGS<br>(SINGLE)                | ALL PARKING SIGNS<br>(SINGLE)             |
| ALL MAGNETS<br>(SINGLE)               | GARDEN FLAGS<br>(COLLEGE & NFL-SINGLE) | STOP SIGNS<br>(SINGLE)                   | 2 X 3 FLAGS<br>(NFL, COLLEGE, MLB-SINGLE) |
| 4 X 6 FLAGS<br>(NFL-SINGLE)           | CAN COOZIES<br>(NFL-SINGLE)            | STREET SIGNS<br>(NFL-SINGLE)             | DRAW STRING BACKPACK<br>(NFL-SINGLE)      |
| SALT & PEPPER SHAKERS<br>(NFL-SINGLE) | HEADREST COVERS<br>(NFL-SINGLE)        | AUTO EMBLEMS<br>(NFL-SINGLE)             | WORK GLOVES<br>(NFL-SINGLE)               |
| FLASK<br>(NFL-SINGLE)                 | SEAT BELT PADS<br>(NFL, MLB-SINGLE)    | FUZZY DICE<br>(NFL-SINGLE)               | BOTTLE OPENERS<br>(NFL-SINGLE)            |
| HOME STATE DECALS<br>(NFL-SINGLE)     | WINDOW FILM<br>(NFL, MLB-SINGLE)       | KEY CHAINS<br>(NFL, SINGLE)              | WIND SOCKS<br>(COLLEGE-SINGLE)            |
| 4" & 3 PK DUCKS<br>(COLLEGE-SINGLE)   | GROWTH CHARTS<br>(COLLEGE-SINGLE)      | AMBASSADOR FLAG<br>(COLLEGE, NFL-SINGLE) | 7 PC FLAG SETS<br>(NASCAR-SINGLE)         |

\*\*\* ALL APO ADDRESSES MUST SHIP VIA USPS PRIORITY \*\*\*

**Packing Slips:**

We do provide blind shipped, generic packing slips with your business name and the basic order information. If you choose to provide your own packing slip, it must be submitted when the PO file is submitted, cannot be more than one page in length and must be in a PDF, Excel or Microsoft Word Format. We will not add information to the packing slip.

**Inventory & Updates:**

We provide a daily inventory report to the e-mail address provided. The format provided is an excel spreadsheet providing the item number, quantity on hand, ETA for products out of stock and product description. We also provide a weekly update to the inventory e-mail with notification of all product changes, discontinuations, replacements, logo changes, etc. Any price increases have notifications provided to the customer service e-mail on the account and the inventory e-mail on the account.

**WOULD YOU LIKE TO RECEIVE DAILY INVENTORY UPDATES?**

\_\_\_\_\_  
I, \_\_\_\_\_ ACKNOWLEDGE THAT I HAVE REVIEWED AND AGREE TO THE TERMS AND CONDITIONS OF THE DROPSHIP POLICY. I ALSO ACKNOWLEDGE THAT I HAVE THE AUTHORITY TO SIGN THIS AGREEMENT ON BEHALF OF THE COMPANY I REPRESENT.

**SIGNATURE:** \_\_\_\_\_ **DATE:** \_\_\_\_\_  
\_\_\_\_\_

**UNDELIVERABLE PACKAGE POLICY:**

When we receive an order from you with an undeliverable address, it results in a return shipping charge and a restocking charge. BSI Products will charge \$2.50 plus \$.50 per piece for any package that is returned to our warehouse due to an undeliverable address provided by you. In addition, if there are shipping charges associated with this you will be charged for those as well.

**SIGNATURE:** \_\_\_\_\_ **DATE:** \_\_\_\_\_  
\_\_\_\_\_

IF YOU PLAN ON SELLING NFL OR MLB ITEMS, THE FOLLOWING NOTICES ARE POLICIES THAT HAVE BEEN SET IN PLACE AND MUST BE ABIDED BY AT ALL TIMES AND REQUIRE YOUR SIGNATURE OF ACKNOWLEDGEMENT

**NFL ONLINE DISTRIBUTION POLICY:**

The NFL has implemented an online sales and distribution policy for Hard Goods effective April 1, 2016. This policy is intended to further protect the NFL brand and strengthen our business as we move forward with NFL Licensed Products. As a distributor of the NFL, we are required to comply. Below we have outlined the significant issues regarding the policy.

**Retailers may sell NFL product online with the following guidelines:**

- Retailers are permitted to sell NFL products on websites they own/operate as long as there isn't any non-licensed product being represented as NFL Merchandise, and as long as the website does not contain any NFL logos or team logos present that aren't part of the product image.
- Online sales of NFL products are not permitted under a 3<sup>rd</sup> Party e-commerce website. (For example: **ebay.com, buy.com, amazon.com, etc**)
- The e-commerce website may not be co-branded with any 3<sup>rd</sup> Party.
- NFL products listed for sale online must have a clear image and a detailed description of the item which includes the manufacturer's name listed on the web-setup sheets.
- Online retailers may not sell unlicensed (counterfeit) NFL products.
- Advertisements on search engines or any other website containing NFL marks and logos are strictly prohibited without the written consent by the NFL.

The policy also requires customers that sell NFL products on their own e-commerce websites to have the capability to remove any unauthorized (counterfeit) product within 24 hours of receiving notification from the NFL.

**Please sign below to confirm your understanding and agreement to comply with this policy.**

**SIGNATURE:** \_\_\_\_\_ **DATE:**

\_\_\_\_\_

**MLB ONLINE DISTRIBUTION AND MARKETING OF MLBP-LICENSED PRODUCTS:**

**MLB Licensed Product Sales Limitations:** Licensees may not, directly or indirectly, sell any MLBP-licensed products to retailers for online sales, except to websites owned by those retailers identified below (“Approved Online Retailers”) or retailers otherwise approved in writing by MLB’s Executive Vice President of Business.

**Approved Online Retailers:** Approved Online Retailers include (i) MLB’s consumer product licensees with U.S. distribution rights, and (ii) the entities listed on Exhibit A.

- **Criteria for Becoming an Approved Online Retailer.** As noted above, MLB may, in its sole discretion, approve additional retailers to sell products online. MLB will consider, among other things, the following criteria when reviewing requests to approve proposed websites:
  - (A) Whether the applicable retailer generates more than 25% of its overall revenue from physical sales at brick and mortar stores operated under names or trademarks owned or controlled by such retailer.
  - (B) Whether, in the previous calendar year, the proposed retailer sold \$2 million or more in MLBP-licensed products.
  - (C) Whether the proposed website includes state of the art technology, appropriate privacy policies and customer service protections.
  - (D) The breadth of the selection of products offered on the proposed website.
  - (E) The return policies and customer service support made available by the proposed website.
  - (F) Whether each MLBP-licensed product bearing a particular MLB Club’s name, mark or logo or other MLB mark and sold online by the applicable retailer is offered for sale in all of such retailer’s brick and mortar stores in such MLB Club’s local market.

• **Restrictions on Use of MLB Trademarks and Other MLB Content.** Retailers may not do the following, unless otherwise approved in writing by MLB:



(A) Except as set forth in the next sentence, use any MLB-owned or controlled names, logos or other trademarks (collectively, “MLB Trademarks”) on their websites. Provided they otherwise comply with MLBP’s policies and applicable law, retailers may show MLBP-licensed products they offer for sale;

(B) Use photographs or footage from MLB games or events on or in connection with their websites;

(C) Purchase, bid or participate in auctions on any Internet search engines (including, but not limited to, Alibaba, Amazon, Bing, eBay, Facebook, Google, Twitter or Yahoo!) for any terms or variations of terms that include any MLB Trademarks or any terms that refer to MLBP-licensed products; or

(D) Display advertisements, including, but not limited to, product listing advertisements or Third Party Marketplace advertisements (as defined below) using MLB Trademarks, any terms that refer to MLBP-licensed products or otherwise relating to MLB or the MLB Clubs.

• **Restrictions on Retailer’s Sales:** Retailers who sell MLBP-licensed products online are not authorized to sell such products under any Third Party Marketplaces, Internet buying sites (e.g., buy.com, ebay.com or amazon.com) or Internet aggregation sites (e.g., Yahoo! or aol.com). Licensees shall ensure that any retailer to whom they sell MLBP-licensed products sells such products online (i) in accordance with MLBP’s policies, and (ii) only via websites that are not marketed under any third party’s brand and that are owned or controlled by such retailer.

• **Third Party Marketplaces Definition:** For purposes of this policy, “Third Party Marketplaces” include third party storefronts and other sites that allow multiple third party sellers to sell merchandise directly to the public and for which the shopping cart and checkout process occurs directly on such site (e.g., Alibaba, Amazon, eBay, Rakuten, Sears Marketplace and Walmart Marketplace).

• **Counterfeits/Infringements/Ambush Marketing:** Licensees are prohibited from selling to any retailer or other entity that MLBP believes has sold, is selling or is promoting any counterfeit products, products that MLBP believes infringe upon MLBP’s owned or controlled rights or products that MLBP believes are designed to ambush the rights it

owns  
or controls.

• **Ceasing Shipments to Retailers in Breach:** Licensees who are notified by MLBP that retailers are selling MLBP-licensed products in a manner prohibited by this policy shall cease shipments of such products to those retailers within five (5) days of receiving MLBP's notice, unless otherwise directed in writing by MLBP.

• **Reservation of Rights:** MLBP reserves the right to amend this policy in its sole discretion without prior notice in any manner and at any time. Accordingly, MLBP may prohibit a retailer from selling online any MLBP-licensed products if MLBP determines that allowing such sales would be detrimental to MLB's brand image (e.g., if the e-commerce site is selling counterfeit product or displaying MLB products in a manner that reflects poorly upon MLB

or the brands it owns or controls).

**Exhibit A**

MLB and MLB Teams

Fanatics

FansEdge

NBC sports

Yahoo sports

CBS sports

FOX sports

**SIGNATURE:** \_\_\_\_\_ **DATE:**

\_\_\_\_\_